

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Donnelly Custom Manufacturing Co

Minnesota Technology Inc.

Minnesota Technology Inc Helps Donnelly Grow Through Training Within Industry

Client Profile:

Donnelly Custom Manufacturing specializes in short run/high mix plastics injection molding. In its twenty-second year of business, the company has built strong relationships with leading industrial OEM customers by offering competitive manufacturing, engineering and customer service solutions. Donnelly has grown from an eight-person outfit to a \$27 million company with over 225 employees.

Situation:

Over the past several years, Minnesota Technology, Inc. has helped Donnelly train its employees in Lean Manufacturing and implemented Lean Concepts. During a Training Within Industry (TWI) breakout session at a West Central Initiative Workforce Conference in April of 2005, Donnelly realized that TWI could serve as a platform for additional improvements. A time-tested Lean-based program, TWI is designed to provide a framework for employees to succeed in applying Lean Principles into their daily work life. The program is three-fold, consisting of Job Methods, Job Instruction and Job Relations. Job Methods instructs supervisors on how to best use people, machines and materials to improve how jobs are done. Job Instruction focuses on quickly training employees to complete jobs correctly, safely and conscientiously. Finally, Job Relations helps supervisors build positive employee relations, increase cooperation and satisfaction, and effectively resolve conflicts. Following the conference, Donnelly asked Minnesota Technology, Inc. to implement TWI training at Donnelly.

Solution:

Over several months, Minnesota Technology, Inc. trained employees in all three elements of TWI. The program has helped organize employees more effectively, thereby reducing waste and lost time. It has allowed employees to cooperate and collaborate in order to find better ways to approach jobs.

Results:

- * Increased sales by \$5 million.
- * Invested \$500,000 in new equipment.
- * Created 15 new jobs.
- * Improved cooperation and collaboration among employees.

Testimonial:

"Through MTI we were able to realize that Training Within Industry is really about being organized in how you go about things so that you can make the best use of people's skills and abilities. It's about making our people more effective at what they do. It supports and confirms our mission and serves as a source for connecting people's efforts to success and thus, it builds pride."

Sam Wagner, Director of Advanced Manufacturing

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